

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 00115 090737Z

12

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

----- 101895

R 090644Z JAN 75

FM AMEMBASSY KUWAIT

TO MR CUMICHAEL

BIG DUTCHMAN CORP

200 N FRANKLIN ST

ZEELAND MICHIGAN 49464

TELEX 542343

INFO USDOC WASHDC

SECSTATE WASHDC 1903

UNCLAS KUWAIT 0115

E.O. 11652: N/A

TAGS: EGEN, KU

SUBJECT: POULTRY PROCESSING PLANT TENDER

1. TALKED WITH DIRECTOR POULTRY SECTION, KUWAIT DEPT AGRICULTURE, MOHAMAD MOHTADI ABOUT YOUR BID. IT WOULD SEEM SPECS WERE DRAWN LOOSELY SINCE PLANNING BOARD REFUSED TO HIRE FOREIGN CONSULTANT TO DRAW THEM UP. YOUR BID WAS FOURTH LOWEST BUT CENTRAL TENDERS COMMITTEE DISQUALIFIED LOWEST TWO BIDDERS BECAUSE OF FAILURE TO MEET CERTAIN REGULATIONS IN TENDERING THEIR OFFERS. BECAUSE OF IMPRECISION SPECS CTC AND MINPUBLIC WORKS OFFICIALS (WHICH HOUSES AG DEPT.) HAVING DIFFICULT TIME COMPARING PROPOSALS AND SOME MPW OFFICIALS WANT LOW BIDDERS REINSTATED BECAUSE OF ALLEGED ATTRACTIVENESS THEIR TERMS. APPEARS THERE EXISTS PLENTY ROOM FOR MANEUVER UNDER THESE CIRCUMSTANCES AND WOULD NOT EVEN BE SURPRISING IF CTC CANCELLED TENDER AND PERMITTED MPW OFFICIALS ENTER INTO NEGOTIATIONS WITH SELECTED COMPANIES.

2. MOHTAID SUGGESTED YOU WRITE OR CABLE CENTRAL TENDERS COMMITTEE AND INDICATE YOU WILLING TO COME TO KUWAIT TO SIT DOWN AND NEGOTIATE CONTRACT TERMS AND MODIFY YOUR PROPOSAL IF NECESSARY. UNDER CIRCUMSTANCES IT WOULD APPEAR HIS ADVICE SOUND BUT I WOULD NOT NECESSARILY INDICATE TOO MUCH WILLINGNESS CUT PRICE OF OFFER

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IF THIS WILL JEOPARDIZE YOUR PROFITS IN PROJECT. ANY ACTION YOU

TAKE SHOULD OF COURSE BE CLOSELY COORDINATED WITH YOUR LOCAL AGENT.

3. MOHTADI SEEMS TO BE A KEY FIGURE AS AL-FRAIH WAS ONLY TEMPOR-
ARILY CONSULTING ON PROJECT. YOU MAY WISH TO SEND HIM CARBON
COPY ANY CORRESPONDENCE WITH CTC. HIS ADDRESS IS P.O. BOX 8,
KUWAIT.
STOLTZUFS

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NNN

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